

Job Specification



Growth and Partnerships Executive.

Reporting to: Commercial Director.

Key Purpose

Expand Business Choice Direct's (BCD) client base and policy portfolio by establishing new partnerships and nurturing existing ones, while also exploring internal growth opportunities within the group.

Work in partnership with the BCD operational team and group marketing teams to co-create and implement marketing and development initiatives aimed at achieving short, medium, and long-term growth objectives.

Responsibilities

- Expand Business Choice Direct's client base through the cultivation of new partnerships and the nurturing of existing ones across both established and emerging insurance markets.
- Conduct thorough market research to identify potential new clients and partners, aligning with BCD's current new business Key Performance Indicators (KPIs) and future growth targets.
- Analyse the insurance market to identify product and industry gaps that may enable BCD to offer tailored insurance solutions to both new and existing clients.
- Adopt a strong presence within the group to identify cross-selling opportunities for BCD, facilitating growth and offering reciprocal support to other group offices.
- Cultivate and maintain positive relationships with lead providers, ensuring their performance meets established key performance indicators (KPIs).
- Manage, develop, and influence both internal and external stakeholders to maximise the return on all lead purchases, including auditing the client journey and lead outcomes.
- Collaborate with the group marketing team to shape, build, and execute a successful marketing strategy that promotes Business Choice Direct effectively.
- Generate monthly and weekly reports as required by the business, providing valuable insights, and tracking progress towards goals.
- Maintain a high level of technical competence, staying abreast of all relevant products, market trends, and insurer developments.

Skills & Behaviours

- Demonstrate our values of Fun, Supportive, Professional, working in Partnership and Ambitious
- Team player and natural collaborator with both internal and external stakeholders.
- Resilient to rejection, hard worker willing to make a hundred attempts to find one win.
- Willingness to work outside of normal hours if needed, in order to develop or secure partnerships and growth deals (time back in lieu)
- Confident and capable in communicating face to face, on the phone, or via video call with lots of different character types.
- Possess reasonable knowledge of the UK Insurance market and its core products.
- Driven to proactively tackle new challenges and shape positive outcome..
- IT literate and analytical, enabling you to swiftly identify problems and utilise operational resources effectively.

Qualifications

- Full UK driving license.
- C level GCSE or equivalent for Maths and English.
- Certificate in Insurance or willing to work towards.